

# Corporate Partners Program

July 1, 2019 to June 30, 2020



## **Our Values**

**Dignity** – We celebrate the inherent value of each person as created in the image of God. We respond to the needs of the whole person in health, sickness and dying.

**Hospitality** – From many religious traditions and walks of life, we welcome one another as children of the same God, whose mercy we know through the warmth, fidelity and generosity of others.

**Justice** – We base our relationships with all people on fairness, equality and integrity. We stand especially committed to persons who are poor or vulnerable.

**Excellence** – We hold ourselves to the highest standards of care, and to serving all with courtesy, respect and compassion. Maintaining our involvement in the education of physicians and other healthcare professionals is a priority.

**Stewardship** – We believe that our world and our lives are sacred gifts which God entrusts to us. We respond to that trust by constantly striving to balance the good of all with the good of each, and through creative and responsible use of all our resources.

**Prayer** – We believe that every moment in a person's journey is holy. Prayer is our response to God's faithful presence in suffering and in joy, in sickness and in health, in life and in death.

The Corporate Partners Program brings together people and businesses that share a commitment to improving the quality of life in our community. By partnering with Mercy, you are investing in the health of our community while building awareness and a heightened image for your business.

**Transform Lives**

By Investing In The Health Of Our Community

# Why Become a Corporate Partner?

## Generous members of the Corporate Partners Program benefit from:

- Increased visibility and brand awareness
- Networking and marketing to enhance business relationships
- Meaningful recognition as one of our most loyal and generous benefactors
- The opportunity to gain insight into health care and public policy issues by connecting with Mercy's leadership

## A Resource for Baltimore's Leading Businesses

Mercy provides high-quality health care to patients in Baltimore, Central Maryland, and beyond. We are committed to sharing our wealth of knowledge about health, prevention, and wellness, particularly as we see dramatic changes in the healthcare landscape in America.

## HOW OUR PARTNERS HELP US SERVE:



### Investing In New Mothers and Patients with Chronic Diseases

In keeping with our commitment to improve the health of our community, we are planning to renovate Mercy's Mead Building on Calvert Street to offer enhanced access to obstetric care for at-risk moms and expand services for high-risk patients suffering with chronic diseases. This initiative will focus on improving maternal health prior to pregnancy, including complete diagnostic care, nutrition counseling, and insurance navigation. We will help patients break the cycle of chronic illness with access to an after-hours call center, a palliative care program, and a Wellness Center to include smoking cessation counseling, grocery planning, and fitness activities. These programs are designed to foster better long-term health outcomes.



# CORPORATE PARTNERS



## Why are Companies Partnering with Mercy?

Mercy has been serving the people of Baltimore since 1874. Guided by the values of the Sisters of Mercy, we have attracted leaders and visionaries who have planned wisely for our future.

The community's tremendous respect for Mercy—our physicians, nurses, technicians, chaplains, and staff—and our high-quality patient care have inspired many generous benefactors, volunteers, and friends to partner with us.

Mercy has a solid reputation as a patient-centered and innovative health care leader in Maryland.

Companies are drawn to our mission—to provide excellent, compassionate care to all who come to us—and our special commitment to the people of Baltimore City.

## The Mercy Family Violence

**Response Program** provides compassionate care and confidential services to patients and employees who are victims of domestic violence, sexual assault, and vulnerable adult abuse. Program staff offer counseling and crisis intervention, bring victims to safety, serve as their advocates, and link them with appropriate community resources, such as legal and housing services. The program educates Mercy employees and consults with physicians and staff to assist victims of abuse.

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# 54%

of high-risk patients in Mercy's service area have unmanaged chronic diseases

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# Recognition and Engagement Opportunities

## Corporate Partners Program

### Annual Contribution Levels

#### Diamond

\$50,000 and above

#### Platinum

\$35,000 - \$49,999

#### Titanium

\$25,000 - \$34,999

#### Gold

\$15,000 - \$24,999

#### Silver

\$10,000 - \$14,999

#### Bronze

\$5,000 - \$9,999

Partnerships can be customized to best meet your company's philanthropic or marketing priorities and offer benefits which may include:

- Invitations to special events, on-site health education programs, and networking opportunities
- Recognition on Mercy signage, Mercy Health Services publications, Mercy website, and communications with Mercy Health Services Board of Trustees and leadership
- Customized tours of Mercy Medical Center and special event sponsorships

# \$57.4 MILLION

In Fiscal Year 2018, Mercy provided \$57.4 million in Community Benefits representing 11.9 percent of total hospital operating expenses, including \$14.6 million in Charity Care.

# CORPORATE PARTNERS



Our strong partnerships with community and business leaders have contributed in important ways to Mercy's significant progress. The dedication of our corporate partners, benefactors, and friends help us to keep pace with technological and medical advancements, to stay true to our mission, and to offer Mercy's outstanding service to everyone who enters our doors.

Our work serving the Baltimore community would not be possible without the support and generosity of so many friends and benefactors.

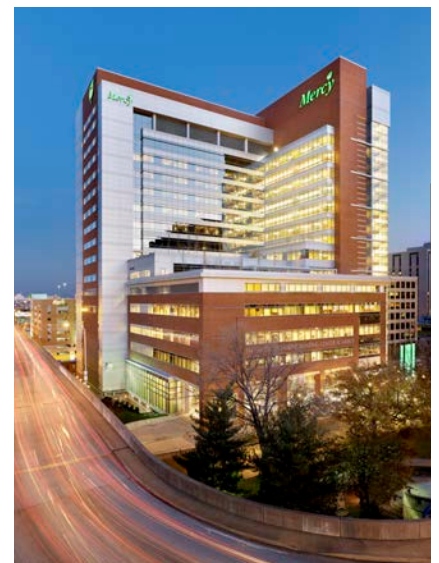


Guests from companies throughout the region attended Mercy's Corporate Partners Breakfast.



“ I am truly inspired by the exceptional people who deliver care to Mercy patients every day and all of the other people who support them—from the staff at the front desk, to the housekeepers and people that work in the parking garages and security guards. Their compassion and caring are truly hallmarks of Mercy. It is tremendously rewarding to be connected to an institution that consistently provides extraordinary care, that is deeply connected to the community, and does so much to also serve those of greatest need.”

**Marilynn Duker, CEO, Brightview Senior Living**



## Ensuring Our Legacy

Mercy's resolve to remain headquartered in downtown Baltimore, our ability to attract nationally recognized physicians, and our investment in state-of-the-art technology add value to the quality of life for people working and living in the city.

Corporate philanthropy enables us to remain steadfast in our mission to serve the neediest among us and to provide exceptional care to every patient.

Our Corporate Partners provide Mercy with its most valued contributions—unrestricted annual revenue—helping us to address the needs that are most critical to the hospital.

**Your investment will have a valuable impact on our patients and the larger community as we:**

- Provide innovative, patient-centered care
- Give our patients access to the most advanced health care technology available
- Educate and train staff to strengthen Mercy's hallmark of compassionate care
- Improve the well-being of our neighbors through community health initiatives

The dedication of our corporate partners helps to ensure that our legacy of care will continue for decades to come as we advance the mission of the Sisters of Mercy well into the future.



### **Substance Use Disorders— Early Intervention and Treatment**

Mercy adopted the SBIRT (Screening, Brief Intervention, Referral to Treatment) framework in response to the opioid epidemic. Patients who screen positive or disclose at-risk behaviors are connected to a Peer Recovery Coach, an individual currently in recovery from substance use. Coaches inform patients about the health risks associated with smoking, drinking, and/or drug use and co-create a plan for desired change. They also offer referrals to treatment, connections to social supports, and follow-up.

# 25 YEARS

2019 marks 25 years of achievements, accolades, and milestones for The Weinberg Center for Women's Health and Medicine. We are proud to be the hospital-of-choice for women across Maryland and throughout the Mid-Atlantic region.

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# Partners In Mission

# CORPORATE PARTNERS



The Sisters of Mercy and Board of Trustees thank the following companies for their generous philanthropic support.

## The Visionary Society

Listed below are corporations whose cumulative philanthropic support for Mercy Medical Center and Stella Maris is above \$1,000,000.

M&T Bank  
MBNA America Bank, N.A.  
The Whiting-Turner Contracting Company

## The Cornerstone Society

Listed below are corporations whose cumulative philanthropic support for Mercy Medical Center and Stella Maris is between \$500,000 and \$999,999.

Constellation, An Exelon Company  
Gallagher Evelius & Jones LLP  
Harkins Builders, Inc.

## The Founders' Society

Listed below are corporations whose cumulative philanthropic support for Mercy Medical Center and Stella Maris is between \$100,000 and \$499,999.

American Office  
Bank of America Merrill Lynch  
BRG  
Bloom & Associates, P.A.  
Brown Advisory  
CareFirst BlueCross BlueShield  
Cavanaugh Financial Group Charitable Foundation  
Centric Business Systems  
Comcast Cable Communications  
DePuy Orthopaedics, Inc.  
Legg Mason  
Life Care Services  
Mars Super Markets  
McCormick & Company, Inc.  
Mercantile-Safe Deposit and Trust Company  
The National Brewing Company  
PNC  
Remedi SeniorCare  
Select Benefits Communications Group, LLC  
Southwest Airlines Co.  
Stamper Electric, Inc.  
John L. Stasiak Private Foundation and M. Nelson Barnes & Sons, Inc.  
SunTrust Bank  
Synthes, Inc.  
Under Armour  
University of Maryland School of Medicine  
Verizon

## The Champions' Society

Listed below are corporations whose cumulative philanthropic support for Mercy Medical Center and Stella Maris is between \$50,000 and \$99,999.

Allegis Group Foundation  
AMMON HEISLER SACHS architects, P.C.  
ARAMARK Corporation  
B.J. Kirkwood & Co., Inc.  
Bolton  
C. W. Amos & Company, Inc.  
Centerline Construction Company  
Comfort Link  
DHG Healthcare  
EMJAY Engineering and Construction Company, Inc.  
Frontier MEDEX  
Gill-Simpson  
Hord Coplan Macht  
Jeffrey Brown Contracting, LLC  
JLL  
Katzen Eye Group  
KELLY  
KPMG LLP  
LabCorp  
Leach Wallace Associates, Inc.  
Mercy Ridge  
Miller, Long & Arnold Co., Inc.  
Otis Elevator Company  
Ponder & Co.  
RadAmerica II, LLC  
The Shelter Group  
Towne Park  
Transamerica  
University of Maryland Department of Emergency Medicine  
Veolia North America  
Vision Technologies, Inc.  
The Warner Companies, Inc.  
Anonymous

## Corporate Benefactors

Listed below are the companies and businesses whose corporate gifts and sponsorships of \$1,000 or more were given during the period of July 1, 2018 to June 30, 2019.

## Gifts of \$35,000 and above

Centric Business Systems  
Gallagher Evelius & Jones LLP  
M&T Bank  
The Whiting-Turner Contracting Company

## Gifts of \$25,000 to \$34,999

BRG  
EMJAY Engineering and Construction Company, Inc.  
PNC  
Southwest Airlines Co.

## Gifts of \$10,000 to \$24,999

AMMON HEISLER SACHS architects, P.C.  
Bloom & Associates, P.A.  
Brown Advisory  
The Classic Catering People  
Confidio  
Hord Coplan Macht  
JLL  
KCI  
LabCorp  
Leach Wallace Associates, Inc.  
Life Care Services  
McCormick & Company, Inc.  
Remedi SeniorCare  
Stamper Electric, Inc.  
Tactile Medical  
Towne Park  
Trion Group, a Marsh & McLennan Agency, LLC  
University of Maryland School of Medicine  
Anonymous

## Gifts of \$5,000 to \$9,999

Antwerpen Automotive Group  
Apartment Services, Inc.  
Arthrex, Inc.  
Baltimore Steel Erectors LLC  
Bolder Healthcare Solutions  
Bolton  
Centerline Construction Company  
Cove Electric, Inc.  
D&J Medical/Maryland Orthotics & Prosthetics  
DHG Healthcare  
Epic  
ePlus Technology, Inc.  
Healthfuse  
Marquette Associates  
Mercy Ridge  
Merritt Companies  
Metz Culinary Management  
NovaCare Rehabilitation  
Ponder & Co.  
Riggs, Counselman, Michaels & Downes, Inc.  
RehabCare  
RTM Enterprise, Inc.  
Saul Centers, Inc.  
TCB Administrative Services  
Transamerica  
University of Maryland Department of Emergency Medicine  
Vision Technologies, Inc.  
Wells Fargo  
W. L. Gore and Associates, Inc., Medical Products Division

## Gifts of \$2,500 to \$4,999

Constellation, An Exelon Company  
Cranbrook Liquors  
Daft-McCune-Walker, Inc.  
Excell Concrete Construction, LLC  
Fidelity Investments  
Harkins Builders, Inc.  
Johnson Controls  
Leonard Paper Company  
Medline Industries, Inc.  
O'Connor, Mooney & Fitzgerald Realtors  
Radiation Physics, Inc.  
ReliaSource, Inc.  
Ruck Funeral Homes  
Site Resources, Inc.

## Gifts of \$1,000 to \$2,499

Bel Air Carpet, Inc.  
BFPE International, Inc.  
Cabinet Max Corporation  
CB Flooring, LLC  
Chesapeake Employers Insurance  
CliftonLarsonAllen  
Covenant Guild, Inc.  
Davis Vision  
Ellin & Tucker, Chartered  
Frank G. Lidinsky, P.A. - Attorneys At Law  
Gray & Son, Inc./Maryland Paving  
The Harris Gibson Group at USB Financial Services  
Henry J. Knott Masonry  
Hofmann Associates, Inc.  
Homewood General Contractors, Inc.  
HPSI Purchasing Services, LLC  
International Chemstar Incorporated  
KELLY  
Lewis Contractors  
Mayflower Textile Services Co.  
Med-Care Transportation, LLC  
Omega Fire & Life Safety  
Oncology Supply/Ion Solutions  
Optum  
Power and Combustion, Inc. - dba PCI Service Company  
Primary Residential Mortgage  
Pro-Med Equipment Services, LLC  
R.H. Fewster Painting Co., Inc.  
The Riley-Maher Team of Riley & Associates Realtors, Inc.  
Ruff Roofers  
SDS Rx  
Select Benefits Communications Group, LLC  
Sizewise  
Springwell Senior Living Community  
St. John Properties  
SunBelt Rentals, Inc. & S.R.E.  
Swirnow Building Systems  
Target Marketing Group  
ThermaSolutions, Inc.

# Recognition and Engagement Opportunities At-a-Glance

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## Bronze Level of Support \$5,000 to \$9,999

- **Invitation to annual Donor Recognition Event**  
*Honoring Mercy's most generous individuals, corporations, and foundations*
  - **Invitation to Corporate Partners Breakfast** for top corporate CEOs and executives in the Baltimore region  
*Hosted by Sister Helen Amos, RSM, Executive Chair, Board of Trustees and Thomas R. Mullen, President & CEO, Mercy Health Services*
  - **Listing in Mercy Health Services publications**  
*Including Mercy Health Services Annual Report*
  - **Listing on Mercy's website** with link to your company website offering public recognition for your corporate philanthropy  
[www.mdmercy.com/giving](http://www.mdmercy.com/giving)
  - **Company name displayed on digital donor recognition screen** in The Mary Catherine Bunting Center  
*Featuring our philanthropic partners who help advance our mission of healing which gives hope to thousands of patients each year*
  - **Corporate Partners Donor list** shared with Mercy Health Services Board of Trustees and Mercy leadership
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## Silver Level of Support—\$10,000 to \$14,999

All the benefits of the giving level listed above PLUS:

- **Invitation to President's Reception** exclusively for our most generous corporate donors  
*Hosted by Thomas R. Mullen, President & CEO, Mercy Health Services*
- 

## Gold Level of Support—\$15,000 to \$24,999

All the benefits of the giving levels listed above PLUS:

- **Recognition on Mercy's Outdoor Electronic Sign** at the corner of North Calvert and Pleasant Streets  
*Visible to thousands of drivers and pedestrians each day*
  - **Event Sponsorship Opportunity or Lunch 'N Learn Health & Wellness Series**  
*Please refer to the enclosure for specifics about these premiere Gold Level benefits.*
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## Customized Levels of Support—\$25,000 and Above

**Titanium: \$25,000 to \$34,999**

**Platinum: \$35,000 to \$49,999**

**Diamond: \$50,000 and Above**

All the of the customized levels of support provide maximum flexibility for Mercy's most generous institutional partners.

- **Built to best meet your company's philanthropic priorities and marketing needs**
- **Tailored to include:** special event sponsorships, networking opportunities, onsite health education programs, and/or exclusive recognition

## **You inspire us.**

The spirited dedication of our corporate partners enables us to remain steadfast in our mission to serve all who come to us for care and to maintain our tradition of excellence. Thank you.



## **For More Information**

### **Mercy Health Services**

301 St. Paul Place  
Baltimore, MD 21202  
[www.mdmercy.com/giving](http://www.mdmercy.com/giving)

### **Leslie Sporn**

Director of Corporate and Foundation Relations  
[lsporn@mdmercy.com](mailto:lsporn@mdmercy.com)  
410-332-9817

### **Eleanor Hajduk**

Assistant Manager of  
Corporate and Foundation Relations  
[ehajduk@mdmercy.com](mailto:ehajduk@mdmercy.com)  
410-332-9563



# Corporate Partners Program

## CONTACT INFORMATION

Company Name \_\_\_\_\_

(Please list as you would like it to appear on published materials.)

Contact Name \_\_\_\_\_ Title \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

## SUPPORT

### Please indicate your Corporate Partnership Level:

- Diamond:** \$50,000 annual contribution
- Platinum:** \$35,000 annual contribution
- Titanium:** \$25,000 annual contribution
- Gold:** \$15,000 annual contribution
- Silver:** \$10,000 annual contribution
- Bronze:** \$5,000 annual contribution
- Other:** \_\_\_\_\_

Commitment may be paid in two installments:

1st installment due by December 31, 2019

2nd installment due by June 30, 2020

## PAYMENT OPTIONS

- Check** Enclosed is my check made payable to Mercy Health Foundation.
- Charge** Please charge \$\_\_\_\_\_ to my credit card.

Cardholder \_\_\_\_\_ Signature \_\_\_\_\_

Credit Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

### Please mail with payment to:

Leslie Sporn  
 Director of Corporate & Foundation Relations  
 Mercy Health Foundation  
 301 St. Paul Place, Baltimore, MD 21202-2102

**Logo Specifications:** Please email a vector EPS file and a 300 DPI jpeg file of your corporate logo both in color and black & white to ehajduk@mdmercy.com.

**For More Information:** Please contact Leslie Sporn at 410-332-9817 or lsporn@mdmercy.com.

**For Your Records:** Mercy Medical Center tax ID 52-0591658 and Mercy Health Foundation tax ID 52-2173656.

Mercy Medical Center and the Mercy Health Foundation are nonprofit organizations, donations to which are tax-deductible as allowed by law. Mercy welcomes charitable contributions to advance its mission to health care, benefit the community and/or demonstrate good corporate citizenship. Contributions are not to be linked, implicitly or explicitly, to any expectation or agreement that Mercy Medical Center will use, order, recommend or make a referral for any product or service and may not result in a personal benefit to any individual, corporation, foundation or organization.

The Board of Trustees and the Sisters of Mercy thank you for your generous support.

- Diamond: \$50,000 and Above**  
**Platinum: \$35,000 to \$49,999**  
**Titanium: \$25,000 to \$34,999**

These levels of support are designed with maximum flexibility for Mercy's most generous institutional corporate partners. Each package will be customized to best meet your company's philanthropic priorities and marketing needs. Your tailored package can include special event sponsorships, networking opportunities, onsite health education programs, and/or exclusive recognition.

## Examples of event sponsorship, networking, and educational opportunities:

### **Heat It to Beat It Sponsor Recognition and Tickets (September 13, 2020)**

The 11<sup>th</sup> annual Heat It To Beat It walk is led by patients, their families, and friends to raise awareness, increase education efforts, and support research into the causes and treatment of highly aggressive abdominal cancers, known as Peritoneal Carcinomatosis. Employee volunteer opportunities are available for this event.

### **A Tasting of Wine and Craft Spirits Sponsor Recognition and Tickets (April 20, 2020)**

The 17<sup>th</sup> annual Stella Maris Tasting of Wine and Craft Spirits offers a sophisticated, casually elegant evening of fine wines, craft spirits, food, and networking. The event supports long-term care services at Stella Maris. Employee volunteer opportunities are available for this event.

### **Stella Maris Crab Feast and Auction Sponsor Recognition and Tickets (October 2020)**

The 36<sup>th</sup> annual Crab Feast and Auction supports inpatient and home hospice services, including daily care of hospice patients, programs that ease anxiety for patients and their loved ones, medical care for uninsured or underinsured hospice patients, and environmental enhancements to the inpatient unit. Event attendance typically exceeds 1,200 guests. Employee volunteer opportunities are available for this event.

### **Lunch 'N Learn Health & Wellness Series**

A Mercy physician or clinician will lead learning sessions on health-related topics onsite at your company offices. Examples of topics: Lower Back Pain—Causes, Prevention, and Treatment; How Not to Get Hurt While Exercising; Overcoming Migraines—Therapeutic Approaches to Chronic Migraines; and The Issue of Opioids—Challenges and Solutions.

## Recognition and Engagement Opportunities

- **Invitation to annual Donor Recognition Event**  
*Honoring Mercy's most generous individuals, corporations, and foundations*
- **Invitation to Corporate Partners Breakfast** for top corporate CEOs and executives in the Baltimore region  
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- **Corporate Partners Donor list** shared with Mercy Health Services Board of Trustees and Mercy leadership

***We welcome the opportunity to discuss program benefits to ensure that they align with your corporate giving objectives. Please contact Leslie Sporn at 410-332-9817 or [lsporn@mdmercy.com](mailto:lsporn@mdmercy.com).***

## Event Sponsorship Opportunity or Lunch 'N Learn Health & Wellness Series

Choose one (1) of the following selections:

### Heat It to Beat It Sponsor Recognition and Tickets (September 13, 2020)

The 11<sup>th</sup> annual Heat It To Beat It walk is led by patients, their families, and friends to raise awareness, increase education efforts, and support research into the causes and treatment of highly aggressive abdominal cancers, known as Peritoneal Carcinomatosis. Employee volunteer opportunities are available for this event.

### Annual Celebration of National Cancer Survivors Day Sponsor Recognition (June 2020)

Mercy's Annual Celebration of National Cancer Survivors Day provides an opportunity for survivors to connect with one another, to celebrate milestones, and to recognize the people who have supported them. This special program for cancer survivors and their loved ones features music, prayer, and inspiring remarks.

### Lunch 'N Learn Health & Wellness Series

A Mercy physician or clinician will lead learning sessions on health-related topics onsite at your company offices. Examples of topics: Lower Back Pain—Causes, Prevention, and Treatment; How Not to Get Hurt While Exercising; Overcoming Migraines—Therapeutic Approaches to Chronic Migraines; and The Issue of Opioids—Challenges and Solutions.

## PLUS all Gold Level Corporate Partners receive the following benefits:

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